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POTASH & PHOSPHATE INSTITUTE

RESEARCH PPI EDUCATION

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For Immediate Release
PRESS RELEASE

E--274
February 1987

POTASH SALES
CALENDAR YEAR 1986

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) during calendar year 1986 were 15,169,422 tons of product containing an equivalent 8,956,617 tons K_2O according to the Potash & Phosphate Institute. This was an increase of more than 3% from the preceding calendar year.

EXPORTS to other countries were 3,435,930 tons K_2O, an increase of almost 29%.

TOTAL AGRICULTURAL SALES (including exports) were 8,493,620 tons K_2O, an increase of about 5%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 4,788,426 tons K_2O, a decrease of 5%. In addition, 286,623 tons K_2O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 352,968 tons K_2O, a decrease of 24%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 462,997 tons K_2O, a decrease of about 14%.

OCTOBER-DECEMBER 1986

TOTAL SALES for all purposes (including exports) were 2,075,001 tons K_2O, during the period October-December 1986. This was an increase of 8% over the preceding October-December period.

EXPORTS to other countries were 900,840 tons K_2O, an increase of 61%.

TOTAL AGRICULTURAL SALES (including exports) were 1,939,258 tons K_2O, an increase of almost 9%.

AGRICULTURAL SALES IN THE UNITED STATES by the North American producers were 1,014,269 tons K_2O, a decrease of about 6%.

AGRICULTURAL SALES IN CANADA amounted to 46,877 tons K_2O, a decrease of 73%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 135,743 tons K_2O, a decrease of less than 1%.

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MEMBERS • Chevron Chemical Company • Cominco Fertilizers • Great Salt Lake Minerals & Chemicals Corporation • International Minerals & Chemical Corporation • Kalium Chemicals • Mississippi Chemical Corporation • Potash Company of America, Inc. • Potash Company of Canada Limited • Potash Corporation of Saskatchewan • Texasgulf Inc. • Western Ag-Minerals Company

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E--275
June, 1987

POTASH SALES
JANUARY-MARCH QUARTER, 1987

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) were 4,658,978 tons of product containing an equivalent 2,725,502 tons K_2O during the period January-March, 1987, according to the Potash & Phosphate Institute. This was an increase of 17% over the preceding January-March period.

EXPORTS to other countries were 929,434 tons K_2O, an increase of almost 25%.

TOTAL AGRICULTURAL SALES (including exports) were 2,619,080 tons K_2O, an increase of about 19%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 1,495,914 tons K_2O, an increase of almost 10%. In addition, 112,589 tons K_2O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 204,388 tons K_2O, an increase of 66%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 106,422 tons K_2O, a decrease of about 14%.

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POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
JANUARY - MARCH QUARTER 1987 AND 1986 E-275

(K_2O TONS)

AGRICULTURAL	JANUARY-MARCH	
UNITED STATES	1987	1986
Standard Muriate	114,365	126,735
Coarse Muriate	603,132	468,948
Granular Muriate	613,570	604,330
Soluble Muriate	124,292	119,030
Sulphates	40,555	44,838
* TOTAL UNITED STATES	1,495,914	1,363,881
CANADA		
Standard Muriate	80	2,270
Coarse Muriate	107,527	51,953
Granular Muriate	92,685	65,971
Soluble Muriate	954	1,716
Sulphates	3,142	803
TOTAL CANADA	204,388	122,713
** EXPORTS		
Standard Muriate	730,761	533,122
Coarse Muriate	56,929	35,693
Granular Muriate	90,771	94,864
Soluble Muriate	17,409	27,885
Sulphates	22,908	25,876
TOTAL EXPORTS	918,778	717,440
TOTAL AGRICULTURAL	**2,619,080**	**2,204,034**
NON-AGRICULTURAL		
UNITED STATES		
Muriate	67,768	57,309
Soluble Muriate	22,710	29,733
Sulphates	600	889
TOTAL UNITED STATES	91,078	87,931
CANADA		
Muriate	4,005	4,487
Soluble Muriate	621	1,400
Sulphates	62	65
TOTAL CANADA	4,688	5,952
EXPORTS		
Muriate	1,922	1,238
Soluble Muriate	8,701	28,747
Sulphates	33	0
TOTAL EXPORTS	10,656	29,985
TOTAL NON-AGRICULTURAL	**106,422**	**123,868**
GRAND TOTAL	**2,725,502**	**2,327,902**
OVERSEAS IMPORTS INTO THE UNITED STATES		
Muriate	98,642	72,112
Sulphate of Potash	13,947	13,049
TOTAL IMPORTS	112,589	85,161

* Does not include imports from overseas.
** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

9/17/87 AS720-5

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For Immediate Release
PRESS RELEASE

E--276
August 1987

POTASH SALES
FERTILIZER YEAR 1986/87 AND APRIL-JUNE 1987

TOTAL SALES of potash by North American producers for all purposes (including exports) during the fertilizer year 1986/87 were 16,461,200 tons of product containing an equivalent 9,711,337 tons K_2O according to the Potash & Phosphate Institute. This was an increase of 10% over the preceding fertilizer year.

EXPORTS to other countries were 3,828,332 tons K_2O, an increase of about 35%.

TOTAL AGRICULTURAL SALES (including exports) were 9,224,017 tons K_2O, an increase of almost 11%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 5,034,718 tons K_2O, a decrease of less than the previous fertilizer year. In addition, 258,113 tons K2O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 451,739 tons K_2O, a decrease of about 7%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 487,320 tons K_2O, an increase of 1%.

APRIL-JUNE 1987

TOTAL SALES for all purposes (including exports) were 2,971,647 tons K_2O during the period April-June 1987. This was an increase of more than 13% over the preceding April-June period.

EXPORTS to other countries were 1,126,005 tons K_2O, an increase of 23%.

TOTAL AGRICULTURAL SALES (including exports) were 2,822,404 tons K_2O, an increase of over 12%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 1,594,938 tons K_2O, an increase of about 8%. In addition, 30,621 tons K2O were imported into the United States from overseas.

AGRICULTURAL SALES IN CANADA amounted to 146,449 tons K_2O, an increase of 13%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 149,243 tons K_2O, an increase of more than 38%.

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POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
FERTILIZER YEAR AND APRIL-JUNE QUARTER, 1987 AND 1986

E---276

	FERTILIZER YEARS		APR-JUN	APR-JUN
AGRICULTURAL				
UNITED STATES	1986/87	1985/86	1987	1986
Standard Muriate	331,779	385,029	83,619	90,911
Coarse Muriate	2,223,685	2,225,633	645,370	630,480
Granular Muriate	1,994,976	1,900,466	698,943	568,903
Soluble Muriate	358,423	425,206	128,342	146,107
Sulphates	125,855	142,699	38,664	44,278
* TOTAL UNITED STATES	5,034,718	5,079,033	1,594,938	1,480,679
CANADA				
Standard Muriate	432	17,627	89	215
Coarse Muriate	183,926	196,227	35,044	21,380
Granular Muriate	247,525	248,791	103,347	99,902
Soluble Muriate	6,709	8,139	3,825	4,117
Sulphates	13,147	13,921	4,144	3,739
* TOTAL CANADA	451,739	484,705	146,449	129,353
** EXPORTS				
Standard Muriate	2,472,766	1,779,874	673,309	586,548
Coarse Muriate	319,894	184,953	94,499	80,037
Granular Muriate	735,749	576,264	255,819	182,866
Soluble Muriate	113,052	125,595	30,509	34,171
Sulphates	96,099	87,570	26,881	13,399
TOTAL EXPORTS	3,737,560	2,754,256	1,081,017	897,021
TOTAL AGRICULTURAL	9,224,017	8,317,994	2,822,404	2,507,053
NON-AGRICULTURAL				
UNITED STATES				
Muriate	273,888	234,425	73,712	58,382
Soluble Muriate	99,657	128,296	23,902	25,008
Sulphates	4,648	2,769	782	707
TOTAL UNITED STATES	378,193	365,490	98,396	84,097
CANADA				
Muriate	15,763	19,168	5,098	4,357
Soluble Muriate	2,354	5,418	715	358
Sulphates	238	226	46	71
TOTAL CANADA	18,355	24,812	5,859	4,786
** EXPORTS				
Muriate	6,585	14,933	1,744	10,968
Soluble Muriate	84,088	75,748	43,192	7,557
Sulphates	99	66	52	66
TOTAL EXPORTS	90,772	90,747	44,988	18,591
TOTAL NON-AGRICULTURAL	487,320	481,049	149,243	107,474
GRAND TOTAL	**9,711,337**	**8,799,043**	**2,971,647**	**2,614,527**
OVERSEAS IMPORTS INTO THE UNITED STATES				
Muriate	233,511	200,583	27,271	81,544
Sulphate of Potash	24,602	25,876	3,350	5,015
TOTAL IMPORTS	258,113	226,459	30,621	86,559

* Does not include imports from overseas.
** Canadian and U.S. deliveries to countries other than the U.S. and Canada.